



**CITY OF OAKLAND**  
**Economic and Workforce Development Department**

**CANNABIS EQUITY STAKEHOLDER MONTHLY MEETING**

**November 7, 2023**

**1:00-2:00 PM**

Please click the link below to join the webinar:

<https://us02web.zoom.us/j/84290535932>

Or Dial

+1 669 444 9171 US

+1 669 900 9128 US (San Jose)

Webinar ID: 842 9053 5932

International numbers available: <https://us02web.zoom.us/u/kmLalwzH2>

**Purpose of Meeting**

Share updates regarding the City of Oakland's programs for cannabis equity operators and maintain an ongoing feedback loop between equity operators, City staff, and City consultants to improve these programs.

**PROPOSED AGENDA**

- I. Welcome
- II. Upcoming November 14<sup>th</sup> City Council Community Economic Development (CED) Committee Meeting
  - a. Proposal Will:
    - i. Allow Equity Applicants to Convert Unpaid Loans to Grants;
    - ii. Authorize Equity Applicants to Transfer Permits to General Applicants; and
    - iii. Remove the Limit on the Number of Cannabis Special Event Permits for a One-Year Pilot Period
- III. Updates regarding Grant and Loan Programs
  - a. Due to less state funding for cannabis equity programs, the City of Oakland is only able to process new applications for the [Get Your Annual State License Grant](#) and the [Revolving Loan Programs](#).

- i. In other words, the City is unable to process new basic grant applications; the City is still processing grant applications “in the pipeline” that were previously submitted, though.
  - ii. Going forward the City will be transitioning from a rolling application process to an application window every summer following receipt of Governor’s Office of Business and Economic Development (Go-Biz) funds.
- b. Updated Tier 3 Criteria
  - i. In light of the sunset of provisional licensing, the City will move the Tier 3 requirement of having a provisional or annual state license to Tier 4
- c. Reminder Regarding Receipt and Quote Requirements
  - i. Receipts: After the disbursement of the funds, the Grantee is required to submit receipts for each item on the grant budget totaling the amount of this disbursement. It is a requirement that the receipts match the items on the grant budget. If the receipt amount varies from the budgeted amount, a budget modification will be required. Receipts must be uploaded by the earlier of: (i) the next loan or grant disbursement to the Grantee; or (ii) six months after the effective date of this agreement.
    - 1. When uploading your receipts to your account at [elevateimpactfunds.com](http://elevateimpactfunds.com), Please follow the following instructions below:
      - a. When you log into the portal. You should see on the left are the previously awarded grants/loans, on the right are your current applications (Image 1).
      - b. For new applications (applications started or awarded after May 2023), you should click into those applications to enter expenses (receipts) when the time comes. For legacy grants/loans (grants/loans previously awarded before May 2023) you should click the little pencil next to the grant or loan under the "View" column.

- c. From there, you can click “add new expense” to add an expense (Image 2).

**ELEVATE IMPACT** Home My Documents Log out


## My Account


Recipient: [REDACTED]  
Business: [REDACTED]  
DBA:

### Awarded Grants/Loans

#	Date	Amount	Type	View
	2020-12-30	\$17,000.00	Grant	<a href="#">View</a>
	2020-08-04	\$33,000.00	Grant	<a href="#">View</a>
	2021-04-28	\$50,000.00	Loan	<a href="#">View</a>
	2019-10-09	\$100,000.00	Loan	<a href="#">View</a>
L1-ER	2019-04-19	\$35,000.00	Loan	<a href="#">View</a>
TESTer	2018-12-21	\$15,000.00	Loan	<a href="#">View</a>
G2-BG/RA	2021-11-05	\$55,000.00	Grant	<a href="#">View</a>
G3-Basic	2022-11-28	\$60,000.00	Grant	<a href="#">View</a>

### Applications

  
APPLICATION 1  
Started: 2022-12-16  
Last updated: 2022-12-16  
Current step: Inital Questions-1  
[Open](#)

  
APPLICATION 2  
Started: 2023-05-16  
Last updated: 2023-05-16  
Current step: State Demographic 8  
[Open](#)

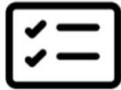
  
APPLICATION 3  
Started: 2023-07-14  
Last updated: 2023-07-14  
Current step: State Demographic 8  
[Open](#)

IMAGE 2

**ELEVATE**  
IMPACT

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**Grant/Loan**

**TESTer**

User Name: ██████████  
LLC

Local ID: 12345

Date: 2018-12-21

Amount: \$15,000

Type: Loan

[<-- Back](#)

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**Budget**

1 Rent: \$15,000.00

[View/Edit Budget](#)

**Expenses**

Search:

Date ▲	Amount	Description	Category	Memo	Receipt Number	View
No data available in table						

**Total:**  
**\$0.00**

[CSV](#) [Excel](#) [PDF](#) [Print](#) [Previous](#) [Next](#)

[Add New Expense](#)

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**Spending by Category**

- ii. Quotes/Estimates: Applicants are required to submit estimates or quotes for each budget line item. The amount on the quote/estimate must match the amount on the budget.
- iii. Budget modification: If an applicant does not spend the amount outlined on the budget or wishes to introduce a different budget item with a new quote/estimate, a budget modification will be required. This will include:
  - 1. a submission of the original budget with quotes
  - 2. identification of the line items that need to be changed on the original budget
  - 3. submission of new quotes/estimates for the new line items
  - 4. submission of a revised budget with the applicant's signature

#### IV. Equity Funding Pipeline Statistics

A	B	C	D	E
<b>I. Real Time Equity Funding Pipeline Statistics</b>				
	<b>LJAG- State License Grant</b>	<b>GO BIZ 4 (a)</b>	<b>2023 Revolving Loan</b>	<b>GO BIZ 3 Equity Funds</b>
<b>Funding Available</b>	\$1,722,655.50	\$1,796,838.75	\$700,000.00	\$2,178,953.10
<b>Funded</b>	\$1,275,000.00	\$745,000.00	\$380,000.00	\$2,178,953.10
<b>Available After Funding</b>	\$447,655.50	\$1,051,838.75	\$320,000.00	\$0.00
<b>Pipeline Pending</b>	\$250,000.00	\$1,028,546.90	\$100,000.00	\$0.00
<b>Available After Pipeline &amp; Funded</b>	\$197,655.50	\$23,291.85	\$220,000.00	\$0.00
<i>(a) Includes Basic, Rental Assistance, Education, and Emergency Grants</i>				

<b>I. Equity Funding Pipeline Statistics</b>				
<b>Closed Funding</b>	<b>11/6/2023</b>		<b>10/4/2023</b>	
<b>Type</b>	<b>#</b>	<b>Amount</b>	<b>#</b>	<b>Amount</b>
<b>Grants</b>	222	\$7,021,953.10	209	\$6,681,983.10
<b>Loans</b>	127	\$5,233,000.00	127	\$5,233,000.00
<b>GRAND TOTAL GRANTS &amp; LOANS</b>	<b>349</b>	<b>\$12,254,953.10</b>	<b>336</b>	<b>\$11,914,983.10</b>
<b>Average Funded Size</b>	<b>\$35,114.48</b>		<b>\$35,461.26</b>	
<b>Unique Grantees</b>	69		67	
<b>Unique Borrowers</b>	70		70	

## DEMOGRAPHICS

OAKLAND EQUITY LOANS		
% of Total	Total #	Race
81.43%	57	African American/Black
7.14%	5	Hispanic
2.86%	2	White
1.43%	1	Native American
1.43%	1	Vietnamese
5.71%	4	Dual/Other
100.00%	70	Total
<hr/>		
% of Total	Total #	Gender
30.00%	21	Female
70.00%	49	Male
100.00%	70	Total
<hr/>		
* Categorized by listed race when dual/other specified also specified.		

OAKLAND EQUITY GRANTS		
% of Total	Total #	Race *
75.4%	52	African American/Black
10.1%	7	Hispanic
1.4%	1	Native American
2.9%	2	Asian
4.3%	3	Dual Other
2.9%	2	DNR/Other
2.9%	2	White
97.1%	69	
<hr/>		
% of Total	Total #	Gender
42.0%	29	Female
58.0%	40	Male
100.0%	69	
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* Categorized by listed race even if dual/other also specified.		

V. Oaksterdam University Updates

- a. Oaksterdam University Education go to: [oaksterdamuniversity.com/equity-Oakland/](https://oaksterdamuniversity.com/equity-Oakland/)
- b. 1:1 Coaching Program
- c. Highlighting Oakland's Equity Operators

VI. **Contact Information**

- a. Greg Minor, [gminor@oaklandca.gov](mailto:gminor@oaklandca.gov)
- b. Paula Groves, [paula@elevateimpactoakland.com](mailto:paula@elevateimpactoakland.com)
- c. Dale Sky Jones, [OaklandEquity@oaksterdamuniversity.com](mailto:OaklandEquity@oaksterdamuniversity.com)